

As you may know, Acme Brick purchased American Tile in 1995 and both businesses have operated flooring operations independent of one another since that time.

## We will be re-structuring our American Tile & Stone operations with Acme Brick Tile & Stone.

This transition is already in effect and is on track to be completed soon.

It has been decided that American Tile & Stone will merge into the Acme Brick Tile & Stone name and business structure, thus eliminating the American Tile & Stone name brand.

This change will allow for better utilization of personnel, assets, and distribution.

Moving forward, to align with Acme's business model, we will be servicing the commercial, architectural, and builder customer segments.



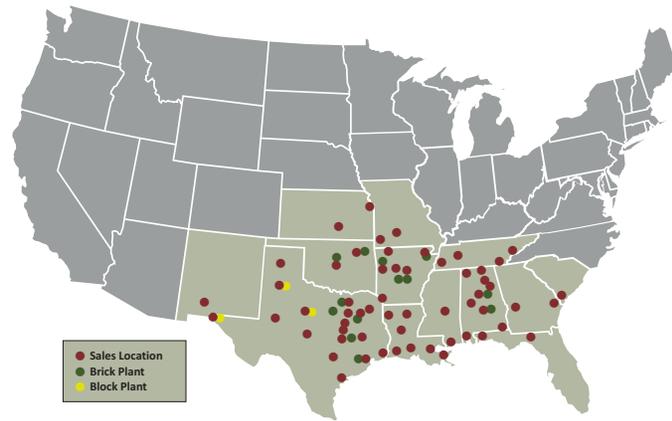
Dennis Knautz,  
President & C.E.O.  
Acme Brick



## Our company at a glance

**Acme Brick:** 15 brick manufacturing facilities, 3 block plants, and 63 sales locations

**Berkshire Hathaway:** Headed by legendary investor Warren Buffett, parent of Acme Brick Company since August 2000



3024 Acme Brick Plaza • Fort Worth, TX 76109  
a Berkshire Hathaway company

American Tile & Stone  
and  
Acme Brick Tile & Stone  
Consolidation

FAQ

# Frequently Asked Questions

**Q: I heard from one of your competitors that you were going out of business. Is that true?**

A: We are not going out of business. We are re-structuring our flooring efforts under the Acme Brick Tile & Stone program. This change will allow for better utilization of personnel, assets, and distribution.

**Q: What location will service my account?**

A: We have closed the ATS locations in Austin and San Antonio. Flooring sales have been transitioned into the existing Acme sales offices in Round Rock and San Antonio. North Texas will still be serviced out of our Carrollton distribution center with support from our Acme Richland Hills distribution center. Houston metro customers will be transitioning over to our Acme location located on Acorn Road.

**Q: I have a retail flooring store. Will Acme Brick Tile & Stone continue selling to my business?**

A: Acme Brick Tile & Stone will be focusing on sales into the following segments; Builder, Commercial, and Architectural. If your retail business also services small builders and commercial work, we will certainly be able to partner with you. If, however, you are purely a retail outlet, we will not be servicing your business. We will not be set up with retail marketing tools to effectively have a presence in your retail showroom.

**Q: Will I have the same sales rep?**

A: With any business realignment there is unfortunately some account re-assignment and turnover that may occur. We are trying to minimize disruption as much as possible.

**Q: Will all of the current products continue to be offered?**

A: We will be combining the product offering from ATS and Acme Brick Tile & Stone into one complete program. Because we do not need to double our series offering, some items from each program will drop off. We fully intend to support products currently in selection centers that have been chosen for projects.

**Q: Will commercial job quotes be honored moving forward?**

A: All pricing on job quotes will continue to be honored for 6 months from date of job quote creation. Our commercial product offering will become stronger and more robust over time.

**Q: Will Acme Brick Tile & Stone participate in rebate and incentive contracts moving forward?**

A: Each program will be evaluated case by case. No sales contract will be in effect unless it is first reviewed by Acme sales management and the Acme legal department.

**Q: I'm experiencing more backorders than usual. When will things get back on track with stock levels?**

A: Last fall we began working through the re-structuring of our product offering. During that time we were very conservative in our stock replenishment until we had our finalized lineup. We are working through some limited product issues now and should be back to normal soon.

**Q: Will customers be able to use the showrooms?**

A: In San Antonio, Austin and Houston, we are asking our customers to visit the respective Acme showroom locations in each market. In DFW we will be able to accommodate showroom access at Luna Road by appointment only. For full access (no appointment) during normal business hours, we ask our DFW customers to visit the showroom location in Richland Hills or our DFW sales office in Euless.

**Q: If the product I'm ordering is not available locally, how long will it take to arrive?**

A: Stocking products located in any Texas location are typically 1-2 days delivery time based on the time the order is placed. Stocking products in our Alabama warehouse are typically 2-3 days delivery based on time the order is placed. Special order product ordered from sources not in the central US can take up to 12 weeks to arrive based on products, ocean freight, and customs.